
A message from the Director of Education Development

First, I want to thank all of you for sending or being a participant in past construction seminars, workshops, or certificate programs in which Power Summit has been involved. Our goal has always been to provide “*training at a different level.*” Based on the overwhelming positive responses received in evaluations and follow-up communications, I am happy to report that we are being successful in reaching that goal.

One of my personal goals is to *continually introduce new ways in which to involve even greater numbers of Participants from our great industry.* So check this out! Here is an awesome opportunity to not only participate in some great training events, but to also network with your peers, reward your key personnel, relax, unwind, . . . AND PLAY GOLF.

Now if you love the game of golf as much as I do . . . **you’re already there.** but beyond that, we’ve tried our best to make **the first Power Summit “Golf and Learn” event** both affordable and significant. For about the same money as an average Power Summit full-day public seminar, you and your associates can play in a golf tournament and participate in eleven hours of construction industry training - the affordable part is accomplished.

As far as “**significance**” is concerned we’ve decided on two seminars that are sure to satisfy the expectations of even the most discriminating preferences.

1. **Lead . . . follow or WHAT?** - *Leadership dynamics that produce results*

On Thursday morning the dynamics of creating and leading teams that are bound for success will be discussed in an open forum discussion. You will learn from “the front of the room” as well as from your peers in the industry. I know you won’t want to miss this one – I sense the potential for greatness in this session just writing about it!

2. **The Success Imperative** - *Negotiating in the Construction Environment*

The success of your projects and company is in direct proportion to the negotiating skills being worked out within your organization. On Friday we will take the very best portions of our popular negotiating seminar and add new dynamic components that will motivate and equip you and those within your influence to negotiate within the construction environment more effectively. And who can place a value on being able to hear a few “war stories” from some of the “more seasoned” veterans of our industry? This might well be the “must attend” of the year!

What more can I say? – I’ll see you on the Tee!

Paul Stout
Director of Education Development
Power Summit